



Chris Redgrave for Zions Bank Speaking on Business about FatPipe

February 8th, 2013

This is Chris Redgrave for Zions Bank Speaking on Business.

It all started over 20 years ago when Dr. Ragula Bhaskar met his wife, Sanch Datta while attending Penn State. These business dynamos used their education and experience — his in technology and hers in engineering — to launch FatPipe in Salt Lake City. They're now one of Utah's fastest-growing companies.

This is how FatPipe's technology works. Every company has Internet lines. Sometimes those lines go down, so they'll put in a service call. In the meantime, the company is losing money because they've lost one of their Internet lines. FatPipe created the technology which diverts all communication traffic through the other lines so a company's network will never go down, a concept called router clustering. And, of course, clients love it!

Just last month the Presidential Inauguration committee called and requested a FatPipe. This was to maintain a failproof data communications network. With over a million connections involved, they wanted to ensure everything went smoothly. It took the FatPipe team a weekend to get everything set up, and the event went off without a hitch

FatPipe has been growing and expanding from Utah across the U.S. and into the Europe, Asia and South American markets. With over 200 employees worldwide, Dr. Bhaskar's vision is to double the FatPipe sales team to 100 this year in addition to expanding marketing and engineering teams. This is important since it adds to Utah's employment base and will help the state continue to have one of the lowest unemployment totals nationwide.

All manufacturing is done in the Utah headquarters. Each FatPipe appliance is built and tested in Salt Lake and then shipped to customers all over the world. FatPipe holds 9 patents on their technology, used for reliable, secure and optimized wide-area communications by organizations such as the U.S. Supreme Court, U.S. Southern Command and several Fortune 1000 companies.

Both Bhaskar and Sanch are hands-on owners. It's not unusual to see Bhaskar walking around the FatPipe office personally greeting employees ... or for Sanch to work with the engineers on designing a new product.

For Zions Bank, I'm Chris Redgrave, speaking on business.

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